

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

December 2009

Message From the President, Don Adams

Dear Members,

Its hard to believe that Christmas is almost here and a new year is right around the corner. I hope this Alphian finds all of you well and blessed. I want to thank all of our members, chapter leaders, my Board of Directors and our administrator, Laura Plizka for a great year. Even with the challenges that touched almost everyone in this country, Delta Nu Alpha still found a few bright spots. We have the beginnings of a new chapter in the Bay Area of CA, we had a successful TEC, we hosted and provided six webinar educational modules and new people have been drawn to Delta Nu Alpha and have joined our worthy organization! WOW! Not bad, I'd say.

Now most of you have heard by now that Delta Nu Alpha is celebrating its 70th anniversary in 2010! And to celebrate, we have decided to reduce membership costs for this anniversary year. This is being done for several reasons; to help those who are currently unemployed, or under employed and encourage anyone who hasn't renewed in a while to do so, and lastly for each one of us to help encourage others to join Delta Nu Alpha. The honor to be a member of a respected 70 year old organization, the discounts of webinars and TEC's and to encourage students, is quite a bargain, and especially now. Please renew or join today to take advantage of this special program, it IS worth it, without a question.

Merry Christmas and Happy Holidays,
Don Adams

Happy Holidays to all of
our Delta Nu Alpha
Members and their
families!

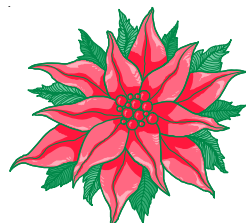


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HAPPY 70th BIRTHDAY DELTA NU ALPHA!



Remember 2010 is the 70th birthday of Delta Nu Alpha. To celebrate, we are giving you a gift by taking money off dues payments in 2010! The dues breakdown will be as follows:

Gold was \$125 – will be \$100

Silver was \$75 – will be \$50

Student was \$35 – will be \$25

Your dues invoice you receive in 2010 will reflect the discount. When you renew by the due date indicated on the invoice, you can put on your party hat and celebrate. If your dues payment is sent past the deadline, the amount will go to the normal membership rate.

If you have a Silver membership, consider the cost savings and upgrade to a Gold membership and start getting the Journal of Transportation Management two times a year.

This includes all new memberships so invite your friends to the party!

Please note that in 2011 membership dues will go back to the regular pricing structure.



Meeting Opportunities

Below is a list of the current presidents for the various chapters. If you are interested in attending a meeting in these areas you can contact the local president for more information.

Chicago Chapter 253 - Don Adams dadams9021@comcast.net

Louisville, KY Derbytownt Chapter 112 - Lori A Kelsey Lori.Kelsey@ky.gov phone 502-266-6084

Nashville Volunteer Chapter 135 - Jim Hall jim@nwsse.com

Western Michigan Chapter 335 - Todd Olson vp@vansdelivery.com phone 616-365-3200

Milwaukee Chapter 317 - Kurt Koenig kkoenig@quikx.com phone 414-550-3602

Bowling Green Chapter - Marvin Claywell mclaywell@midmark.com phone 270-629-1131

Chapter 750 at Large - David Riggs jasona0327@earthlink.net

San Francisco Chapter - Bob Young robert.young11@att.net phone (650) 593-0795

Upcoming Events

Chicago Chapter

The December meeting will be held December 9 and features the Director of Northern Illinois Food Bank. He will discuss transportation needs required to move excess food to the food banks.

Delta Nu Alpha News You Can Use

Article from **etrucker.com**

September NAFTA trade fell 20.2% from last year

By CCJ Staff

Trade using surface transportation between the United States and its North American Free Trade Agreement partners Canada and Mexico was 20.2 percent lower in September 2009 than in September 2008, dropping to \$57.3 billion, according to the Bureau of Transportation Statistics of the U.S. Department of Transportation.

BTS, a part of the Research and Innovative Technology Administration, reported Tuesday, Dec. 1, that the value of U.S. surface transportation trade with Canada and Mexico rose 5.6 percent in September 2009 from August 2009. Month-to-month changes can be affected by seasonal variations and other factors.

The value of U.S. surface transportation trade with Canada and Mexico in September was up 4.3 percent compared to September 2004, and up 32.1 percent compared to September 1999. Imports in September were up 27.2 percent compared to September 1999, while exports were up 38.4 percent.

U.S.-Canada surface transportation trade totaled \$34.8 billion in September, down 25.7 percent compared to September 2008. The value of imports carried by truck was 24.5 percent lower in September 2009 than September 2008, while the value of exports carried by truck was 15.1 percent lower. Michigan led all states in surface trade with Canada in September with \$4.5 billion.

U.S.-Mexico surface transportation trade totaled \$22.5 billion in September, down 10.0 percent compared to September 2008. The value of imports carried by truck was 7.0 percent lower in September 2009 than September 2008, while the value of exports carried by truck was 9.0 percent lower. Texas led all states in surface trade with Mexico in September with \$7.8 billion.

The TransBorder Freight Data are a unique subset of official U.S. foreign trade statistics released by the U.S. Census Bureau; new data are tabulated monthly, and historical data are not adjusted for inflation. Surface transportation consists largely of freight movements by truck, rail and pipeline; about 88 percent of U.S. trade by value with Canada and Mexico moves on land.

Delta Nu Alpha Information

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Reminder on Member Contact Data - Many of you have moved, changed jobs, changed email addresses, or maybe all three - forward this information to the Delta Nu Alpha Office.

A History of Delta Nu Alpha

Delta Nu Alpha's History
Transportation "Man" of the Year
By Jim Glover, Past President

The Transportation "Man" of the Year award can be traced to 1952. That year, Delta Nu Alpha's strength and recognition had grown to the point that the Board first saw fit to give a national honor to someone who had exhibited "selfless sustaining service to the transportation community." The first honor was given to Mr. Arthur Genet, Vice President of the Baltimore and Ohio Railroad and was at first named "Mr. Transportation of 1952." Mr. Genet had done much within his company and the industry to promote the value of the traffic management function to industry. The award continued each year under the newer name. Many of the honors along the way were given to industry leaders and some were bestowed on some of our own Delta Nu Alpha leaders for accomplishments within the fraternity.

By 1985 we had recognized the public relations value of the award when given to top industry executives, leaders and public officials, so we decided to reserve it for just such leaders. To honor outstanding Delta Nu Alpha contributors, another award would be required. We created that new high honor and named it for Past National President Maxwell Powell for a number of reasons. Max was first seen on the national stage of Delta Nu Alpha with his election as Recorder of Records in 1954. He continued through the years through various offices on the Board of Directors until his election as National President in 1960. During his terms on the Board, Max was often the voice of fiscal responsibility and adherence to the Constitution and By-Laws but should be most remembered for a few other moves during his presidency. President Powell's Annual Meeting in October, 1961 in Dallas, Texas was the first in our history to go beyond the Business Meeting and include educational sessions arranged by the National Education Committee. This, of course was an accomplishment which continued through all the years thereafter until the present.

But that's not all. Delta Nu Alpha's Past National President and Historian Jim Martin, author of "The History of Delta Nu Alpha Transportation Fraternity, 1940 to 1990" wrote this about him: "Maxwell Powell was dynamic, meticulously organized, well liked and in later years affectionately known as the 'conscience of the fraternity.' He was quick to offer help and equally as quick to raise his standard to battle if he believed that a shift or change in a rule or regulation would be harmful to the fraternity. A transportation attorney by profession, Max brought his particular style and dedication to the Presidency." Also, little noticed was the establishment of life membership for past national/international presidents by his Board of Directors at the Dallas meeting.

To personalize some of what's been said of Max Powell, In 1981 I was past president of Miami Chapter 53 and regional vice president of Southern Region 3. The Miami Chapter was planning a Saturday night banquet in celebration of its 30th Anniversary at a beachfront hotel in Hollywood, Florida. The chapter was quite strong with 140 members and a substantial treasury and the current chapter president asked me how he might attract a really distinguished speaker for the event. Although I didn't think I might be successful, I got on the telephone to Max Powell in New York. Without hesitation, Max agreed to come! But he said because of some other commitment, that he would have to arrive Thursday afternoon instead of Friday. I agreed to breakfast with him Friday and spend some time showing him my company operations and visiting. I raised a few questions during that visit and those resulted in my taking Max to the University of Miami Law Library where we did some research to answer my questions. And again, prior to the banquet, another meeting with Max. Two years earlier, Lloyd Herring, our National Secretary/

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Continued from page 4- The History of Delta Nu Alpha

Treasurer had asked me if I would consider running for election to the Board. At the time I had answered no because I knew I had a lot more to do in Southern Region 3. I had expanded the region from three chapters to five and doubled its membership, but I knew there were other opportunities in Florida. But the region was up to seven with one more “in the oven,” and I wanted Max’s advice as to whether I should make the six year commitment necessary to run for Secretary/Treasurer. Again, I was able to rely on his advice and strong encouragement to do it!

I guess there’s no need to say more. Delta Nu Alpha has been a great part of my life and the Max Powells, Terry Priests, Ted Wallins, Peter Riolas, Joy Cuellars, Nancy Masons, Bob Ryans, Lloyd Herrings, Jim Martins and quite a few others are on my personal list of saints.

THIS JUST IN

It was sad for me today to learn of yesterday’s passing of former U. S. Senator Paula Hawkins at age 82 at her home in Winter Park, Florida. Senator Hawkins' rise to election as the first female senator from Florida and one of the earliest Republican female senators came as a result of her remarkably successful terms as elected member and then chair of the Florida Public Service Commission when she backed the utilities into a corner on attempted rate increases.

In 1979, because she was fresh from regulation of trucking in Florida (the PSC did that then also) I officiated at the charter luncheon of Central Florida Chapter 300 of Delta Nu Alpha Transportation Fraternity, the first chapter in our then national headquarters city. Candidate for the Senate, Paula Hawkins was the guest speaker for our Orlando group and we sat together for the meal and later at the airport as we went separate ways. She was a delightful person whose head was always facing a positive, conservative path. Later on when I asked her as a U. S. Senator, to serve on Delta Nu Alpha’s National Advisory Board, she agreed. It was such an honor for me to have known her.

Jim Glover

Delta Nu Alpha Foundation

On behalf of the Foundation Trustees we wish you all a Merry Christmas and a Happy, Healthy and Prosperous New Year.

Cliff Smith, Delta Nu Alpha Foundation Chair

Delta Nu Alpha Alphan Newsletter Advertising

Do you or someone you know have a message to communicate to the transportation world? The Delta Nu Alpha Alphan reaches 100's of people and is a great target audience for your message. We are offering half-page ads in this publications for only \$50. That is pennies per person! If you are interested in an ad email admin@deltanualpha.org.

Delta Nu Alpha Spring Webinar Series

We are working hard to make the Delta Nu Alpha Spring Webinar Series a great experience for our members. If there are any topics or speakers you would like to see on the webinar list, please email admin@deltanualpha.org and we will try to accommodate your request.

Ask the Expert

Are you an expert in some aspect of the transportation industry? Are you willing to answer questions on NMFC numbers, how to write a contract, freight claims, shipping hazardous material, etc? Then we need you! We are looking for experts in the field to answer questions or send fellow member in the right direction to the answers. This is a membership benefit and information is given free of charge. If you are interested in being one of Delta Nu Alpha's experts, email us at admin@deltanualpha.org and let us know! We have three experts for you to refer to if needed.

Richard T. Dawson (Tom) is President and Founder of Freight Revenue Recovery of Miami, Inc. A computer whiz with a strong legal background, he is a pioneer and nationally recognized leader in one of America's most dynamic industries. His experience starts at Indiana University where he studied Law. Mr. Dawson got his first job with the Pennsylvania Railroad where he gained an extensive amount of knowledge and experience in the railroad industry. Later, Mr. Dawson joined R-C Motor Lines and thoroughly learned the motor carrier industry. He also had the opportunity to work with RCA Corporation as a J.I.T. inventory specialist where he gained extensive routing and logistics experience.

In 1977, Mr. Dawson opened Freight Revenue Recovery of Miami, Inc. through hard work and dedication, Mr. Dawson built the company into one of the most widely respected freight bill-auditing firms in the nation. A member of the International Internal Auditors Association, Mr. Dawson has presented hundreds of educational seminars throughout the transportation industry. He has worked with the American Management Association with his copyrighted seminar, "How to Audit and Manage Freight Costs", traveling to all major American Cities. Later his Class, "How to Audit Freight Bills," became a classic title in the portfolio of The American Institute in Coral Gables, Florida. This class also became the cornerstone for new trainees with Freight Revenue Recovery of Miami, Inc. You can contact Richard Dawson at: AuditOne@freightrevenue.com.

Kurt Koenig is an account manager with QuikX Transportation Inc. and is an expert in the area of Transportation between Canada and the United States - not including Customs clearance. Kurt has spent last 11 years in the area of cross border sales and worked with customers to produce the necessary paperwork to clear at the border. He will be able to explain how the paperwork trail between the carrier, broker and customs occurs. Kurt can also help you find Customs Brokers to represent them at both borders in clearing their goods. You can contact Kurt at kkoenig@quikx.com or 414-550-3602.

Henry E. Seaton is a graduate of Duke University (A.B. '70) and Vanderbilt School of Law (J.D. '73). He has practiced law for 30 years in the Washington D.C. area representing motor carriers of brokers. He is a member of the Vienna, VA based law firm of Seaton & Husk. The firm specializes in freight claims, freight charge collection, contracting issues, carrier representation before the FMCSA and bankruptcy issues.

Mr. Seaton writes a monthly column on transportation law for the Commercial Carrier Journal (CCJ) and is the author of Protecting Motor Carrier Interests in Contracts. He serves as commerce counsel for the National Association of Small Trucking Companies. He was the Delta Nu Alpha Transportation Professional of the Year in 2001 and is a frequent speaker and lecturer regarding cargo claims, freight charges, contracting and risk/insurance issues effecting carriers and brokers. Mr. Seaton can be reached at HESeaton@aol.com. For articles and other information, visit www.transportationlaw.net.

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Delta Nu Alpha Webinar Order Form



- February 2008 - "Dark Clouds on the Horizon – Issues Involving Truck Transportation"
- March 2008 - "Accident Liability Travels Up The Supply Chain"
- April 2008 - "Contract Waivers – 50 Reasons to Keep Bill of Lading Terms and Conditions, and Federal Rules" (PPT ONLY NO AUDIO)
- May 2008 - "Multimodal Cargo Claim Issues – A Prescription for Confusion"
- June 2008 - "Contracts of Carriage – A Study of Controversial Provisions Which Divide Shippers, Brokers and Carriers"
- July 2008 - "FMCSA Safety Regulations"
- August 2008 - "Transportation Receivables in the Age of Bankruptcy"
- April 2009 - "Transportation 101 - What you need to know" (PPT ONLY NO AUDIO)
- May 2009 - "Bills of Lading, the Most important Document in Shipping"
- June 2009 - "HAZMAT Transportation Primer & Update"
- September 2009 - "Replacing Inventory with Information"
- October 2009 - "Resolving OS&D and Delay Cargo Claims Win/Win"

For a more detailed description please see the Webinar tab at deltanualpha.org. The cost for each webinar is \$25.00 for members, \$35.00 for nonmembers, or \$10.00 for PPT only files. Nonmembers can join Delta Nu Alpha before purchasing the webinars and pay the \$25.00 price, however, we have to have membership dues first.

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